



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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JULY, 2005

The **NC District Review** is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS FY 2005 YTD

October 1, 2004 – June 30, 2005

LENDERS

| | <u>7(a)</u> | <u>504</u> | <u>Total</u> | <u>\$ Amount Millions</u> |
|---|--------------------|-------------------|---------------------|--------------------------------------|
| Large and National Banks | | | | |
| 1. Bank of America | 273 | 4 | 277 | \$9.5 |
| 2. Capital One Federal Savings | 145 | 0 | 145 | \$6.4 |
| 3. Wachovia Bank | 65 | 1 | 66 | \$21.3 |
| 4. BB&T | 46 | 14 | 60 | \$20.6 |
| 5. First Citizens | 31 | 19 | 50 | \$11.3 |
| Community Express Lenders* | | | | |
| 1. Innovative Bank | 238 | 0 | 238 | \$1.6 |
| 2. Business Loan Express | 46 | 0 | 46 | \$ 2.8 |
| Community Banks | | | | |
| 1. Surrey Bank & Trust Company | 45 | 0 | 45 | \$10.1 |
| 2. Southern Bank & Trust | 13 | 2 | 15 | \$2.0 |
| 3. The Fidelity Bank | 7 | 3 | 10 | \$1.6 |
| 4. Bank of Stanly | 5 | 1 | 6 | \$0.43 |
| Small Business Lending Companies | | | | |
| 1. CIT Small Business Lending Corporation | 37 | 1 | 38 | \$20.9 |
| 2. Self-Help Credit Union | 25 | 0 | 25 | \$2.0 |
| Certified Development Companies | | | | |
| 1. Self-Help Ventures Fund | | 32 | 32 | \$11.6 |
| 2. Business Expansion Funding Corp. | | 20 | 20 | \$6.7 |
| 3. Centralina Development Corporation | | 16 | 16 | \$6.6 |

* Only SBA CommunityExpress loans in this total.

SBA LENDING UP 43% IN NORTH CAROLINA IN FY 2005

The number of North Carolina small businesses that secured SBA backing under the 7(a) program is on the rise. During the first nine months of the year, SBA approved 1,179 loans for \$160.3 million in FY2005, compared to 823 loans for \$140.1 million in FY2004. This represents a **43.3% increase** over FY04 numbers and **double** the 589 loans approved in **FY03** during the same period. SBA nationwide saw an increase of 21%, with 71,131 loan guarantees.

North Carolina also saw gains in the SBA Certified Development Company 504 loan program. During the first three quarters, 97 loans were approved, representing a 6.5% increase. This is on par with the nationwide SBA 6% increase across the country.

NEW SBA VETS REP IN NORTH CAROLINA

Please join us in welcoming Mr. Glenn Harris to the SBA North Carolina District. Glenn is in charge of IT/Computer Security and will serve as the Veteran's Business Development Officer for North Carolina. If you have any military veteran clients seeking business assistance, they can contact him at 704-344-6585 or at Glenn.E.Harris@sba.gov.

Glen joined SBA in January 1998 from the Naval Hospital in Jacksonville Florida, Information Technology Department. Prior to working in Jacksonville, he worked for the US Army Corps of Engineers in Kansas City Missouri.

He is a Vietnam era veteran who spent nine years on active duty as an Electronics Technician on a Nuclear Powered Submarine and as an instructor at various training commands.

Glenn is a graduate of Southern Illinois University in Carbondale IL and has completed extensive post graduate studies in Business at Bellevue University in Bellevue NE.

SBDC PROGRAM CELEBRATES 25th ANNIVERSARY

The Small Business Development Center Program celebrates 25 years! The centers are the SBA's largest counseling and training network.

The program began in 1980 after being a pilot program for 3 years and has grown from 8 to 63 lead centers and over 1,000 service centers. The centers have met the needs of more than 11 million start-ups and existing businesses. FY2004 reported the largest number of individuals counseled in its history, 279,905 existing business owners and potential entrepreneurs. Clients are assisted with every aspect of business ownership.

The centers offer free one-on-one counseling, and low cost training by experienced business professionals. Services include: development of business plans, manufacturing assistance, financial packaging, contracting assistance, e-commerce, international trade, research and development and technology transfer.

To locate a center in NC go to: www.sbtcd.org.

ON-SITE HELP AVAILABLE – CALL US!

If your institution has decided to make a loan with the support of an SBA guarantee and you are unfamiliar with SBA forms or procedures, help is available. Contact your local representative (see page 5) to arrange a *one-on-one meeting at your bank to guide you through the application process*.

SBA SOUTHEAST REGIONAL ADMINISTRATOR ON TOP 100 LIST

The Atlanta Business Chronicle has named Ms. Nuby Fowler, SBA Southeast Regional Administrator one of the *100 Most Influential Atlantans in 2005*.

After taking office in 2002, she convened a task force to reach the African-American small-business community. Fowler says plans are in the works to create a Hispanic task force.

"We are reaching out to what we call the untapped market, the minority markets," said Fowler, who got married and started a family after arriving from Colombia. She went back to school at age 38.

Fowler is active in Atlanta's Hispanic business community. In 2000, she served as chairman of the Georgia Hispanic Chamber of Commerce, and in 2004 she was the chamber's Member of the Year.

Other names on the list include baseball great Hank Aaron, and CEOs of companies such as Coca-Cola, Delta Airlines, and Home Depot.

SBA's Southeast Region (IV) includes North Carolina, South Carolina, Georgia, Kentucky, Florida, Alabama, Mississippi and Tennessee.

POLICY CHANGES AND CLARIFICATIONS

SBA Information Notices 5000-956 & 5000-957, "Past Due Guaranty Fee Notices on Short Term Loans"

In 2001, SBA established a notification system to remind lenders of guaranty fees still owed on loans with a maturity of 12 months or less. SBA sends notices to lenders in the event that the full guaranty fee owed on a loan had not been paid within the required timeframe.

SBA notifies lenders of past due guaranty fees using SBA Form 1544. Due to the formatting limitations of SBA Form 1544, SBA has had to revise the text of the first and final notices described in SBA Procedural Notice 5000-956. You can view samples of these reminders at www.sba.gov/banking.

Questions? Contact one of the servicing centers below or your local SBA representative.

SBA Little Rock Servicing Center at lrsc.servicing@sba.gov

SBA Fresno Servicing Center at fsc.servicing@sba.gov

EACH FRIDAY FREE SBA ONLINE TRAINING

North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through “Ready Talk” software. Small business owners and your clients can call in and simultaneously sign into the website for a live PowerPoint presentation.

SBA programs covering loan guarantees, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you. Go to SBA’s North Carolina webpage www.sba.gov/nc under “What’s New?” to register and for more information.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:00 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

Upcoming 2005 Dates

August 10
September 14

2005 SBA DAYS

If you have clients who would be interested in learning more about SBA’s programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

| Sponsor | Location | Day | Hours | Phone Number |
|------------------------|-----------------|-----------------|------------------|---------------------|
| Watauga JobLink Center | Boone | Second Thursday | 10 a.m. - 3 p.m. | 828-265-5385 |
| Cary Chamber | Cary | Third Wednesday | 10 a.m. - 2 p.m. | 919-467-1016 |
| SBA District Office | Charlotte | Fourth Tuesday | 9 a.m. - 4 p.m. | 704-344-6563 |
| Gaston Co. Chamber | Gastonia | Second Tuesday | 9 a.m. - 1 p.m. | 704-864-2621 |
| Greensboro Chamber | Greensboro | First Tuesday | 10 a.m. - 2 p.m. | 336-510-1234 |
| Henderson Co. Chamber | Hendersonville | Third Friday | 10 a.m. - 2 p.m. | 828-692-1413 |

2005 SBA DAYS (continued)

| Sponsor | Location | Day | Hours | Phone Number |
|---------------------|-----------------|------------------|--------------------|---------------------|
| Catawba Co. Chamber | Hickory | Third Tuesday | 10 a.m. - 2 p.m. | 828-328-6000 |
| Mooreville Chamber | Mooreville | First Thursday | 9 a.m. - 2 p.m. | 704-664-3898 |
| Rowan Co. Chamber | Salisbury | Fourth Wednesday | 9:30 a.m. - 2 p.m. | 704-633-4221 |

NC DISTRICT OFFICE LENDER CONTACTS

| | | |
|-----------------|----------------|--|
| David Dillworth | (704) 344-6578 | david.dillworth@sba.gov |
| Karen Hoskins | (704) 344-6381 | karen.hoskins@sba.gov |
| Thomas Neal | (704) 344-6577 | thomas.neal@sba.gov |
| Cecelia Rolls | (704) 344-6810 | cecilia.rolls@sba.gov |

ASHEVILLE & WESTERN NC

| | | |
|--------------------------------------|----------------|--|
| Asheville & Western NC: Mike Arriola | (828) 225-1844 | michael.arriola@sba.gov |
|--------------------------------------|----------------|--|

RALEIGH/DURHAM & NORTHEASTERN NC

| | | |
|--------------|----------------|--|
| Ivan Hankins | (919) 851-1891 | ivan.hankins@sba.gov |
|--------------|----------------|--|

WILMINGTON & SOUTHEASTERN NC

| | | |
|-------------|----------------|--|
| Arline Brex | (910) 202-0494 | arline.brex@sba.gov |
|-------------|----------------|--|

SBA North Carolina District Loan Approvals October 1, 2004 – June 30, 2005

| <u>Lender</u> | <u>Total 7(a)</u> | <u>Gross 7(a) \$ Amount</u> | <u>504 Part.</u> | <u>Gross 504 Part. \$</u> |
|-------------------------------|-----------------------|---------------------------------|----------------------|-------------------------------|
| Bank of America | 273 | \$ 8,026,300 | 4 | \$ 1,553,473 |
| Innovative Bank | 238 | \$ 1,602,000 | | |
| Capital One | 145 | \$ 6,445,000 | | |
| Wachovia | 65 | \$ 19,995,000 | 1 | \$ 1,404,000 |
| Business Loan Center | 50 | \$ 5,908,700 | 2 | \$ 2,152,500 |
| BB&T | 46 | \$ 13,540,600 | 14 | \$ 7,133,772 |
| Surrey Bank & Trust | 45 | \$ 10,166,000 | | |
| Bank of Granite | 39 | \$ 4,578,700 | | |
| CIT | 37 | \$ 19,746,600 | 1 | \$ 1,185,000 |
| First Citizens Bank & Trust | 31 | \$ 6,696,000 | 19 | \$ 4,629,625 |
| Self-Help Credit Union | 25 | \$ 2,019,860 | | |
| Wells Fargo | 18 | \$ 535,000 | | |
| Southern Bank & Trust | 13 | \$ 1,360,400 | 2 | \$ 721,900 |
| Community West Bank | 13 | \$ 2,051,900 | | |
| Community South Bank | 12 | \$ 11,361,000 | 2 | \$ 1,773,580 |
| The Fidelity Bank | 7 | \$ 697,900 | 3 | \$ 933,200 |
| Temecula Valley Bank | 5 | \$ 7,753,400 | | |
| Stearns | 5 | \$ 806,250 | | |
| Newtek | 5 | \$ 530,266 | | |
| New Century Bank | 5 | \$ 2,019,000 | | |
| Comerica | 5 | \$ 2,738,000 | | |
| California Bank & Trust | 5 | \$ 1,243,000 | | |
| Bank of Stanly | 5 | \$ 281,000 | 1 | \$ 158,500 |
| SunTrust | 4 | \$ 185,000 | 1 | \$ 438,264 |
| GE Capital | 4 | \$ 2,182,000 | 5 | \$ 4,785,000 |
| Southern Community Bank | 3 | \$ 304,196 | 2 | \$ 866,000 |
| Sound Banking | 3 | \$ 102,500 | | |
| Lexington State Bank | 3 | \$ 1,043,656 | 1 | \$ 350,000 |
| Independence Bank | 3 | \$ 617,500 | | |
| First Trust Bank | 3 | \$ 408,150 | 3 | \$ 391,625 |
| First National Bank - SO | 3 | \$ 1,125,000 | | |
| Citizens Bank | 3 | \$ 4,413,000 | | |
| Carolina Bank | 3 | \$ 930,000 | | |
| Cardinal State Bank | 3 | \$ 1,075,300 | 1 | \$ 140,000 |
| Waccamaw | 2 | \$ 354,350 | 1 | \$ 600,000 |
| Unizan Bank | 2 | \$ 3,191,000 | | |
| United Midwest Savings | 2 | \$ 2,000,000 | | |
| The Heritage Bank | 2 | \$ 510,000 | | |
| Morris Plan Bank | 2 | \$ 275,000 | | |
| Loan Depot Lending | 2 | \$ 1,733,000 | | |
| Gateway | 2 | \$ 395,000 | | |
| First South Bank | 2 | \$ 210,000 | | |
| FNB SE | 2 | \$ 335,000 | 1 | \$ 189,750 |
| First National Bank of Shelby | 2 | \$ 924,000 | 1 | \$ 64,500 |
| First Charter Bank | 2 | \$ 490,000 | 3 | \$ 794,000 |
| Coastal Federal Bank | 2 | \$ 368,000 | | |

**SBA North Carolina District Loan Approvals October 1, 2004 – June 30, 2005
(continued)**

| | | | | |
|-------------------------------|-------------|-----------------------|-----------|----------------------|
| Coastal FCU | 2 | \$ 317,250 | | |
| Carolina First Bank | 2 | \$ 160,000 | 1 | \$ 665,100 |
| American Express Centurion | 2 | \$ 50,000 | | |
| Unity Bank | 1 | \$ 105,000 | | |
| The Bank of Asheville | 1 | \$ 41,000 | 2 | \$ 349,500 |
| Summit National Bank | 1 | \$ 750,000 | | |
| SterlingSouth | 1 | \$ 210,165 | | |
| RBC Centura | 1 | \$ 400,000 | 3 | \$ 3,340,000 |
| PNC Bank | 1 | \$ 164,400 | | |
| Peoples Bank | 1 | \$ 264,000 | | |
| Old National Bank | 1 | \$ 65,000 | | |
| New Century Bank-Fayetteville | 1 | \$ 250,000 | | |
| National Cooperative Bank | 1 | \$ 175,000 | 1 | \$ 736,053 |
| Main Street Bank | 1 | \$ 1,166,000 | | |
| Lehman Bros. Bank | 1 | \$ 306,000 | | |
| First National Bank of AZ | 1 | \$ 228,000 | | |
| First National Bank & Trust | 1 | \$ 147,500 | | |
| First Gaston | 1 | \$ 237,254 | 3 | \$ 1,152,000 |
| Crescent State Bank | 1 | \$ 55,000 | | |
| Catawba Valley Bank | 1 | \$ 30,000 | | |
| Capital Bank | 1 | \$ 1,000,000 | | |
| Cabarrus Bank & Trust | 1 | \$ 150,000 | | |
| Business Carolina | 1 | \$ 850,000 | | |
| Bank of N. GA | 1 | \$ 350,000 | | |
| American Community Bank | 1 | \$ 150,000 | 1 | \$ 683,250 |
| Zions | | | 3 | \$ 906,000 |
| The Little Bank | | | 1 | \$ 446,550 |
| Regions Bank | | | 2 | \$ 2,097,700 |
| Mid Carolina Bank | | | 2 | \$ 1,578,000 |
| Mechanics & Farmers Bank | | | 2 | \$ 1,723,461 |
| Macon Bank | | | 1 | \$ 690,800 |
| Lumbee Bank | | | 1 | \$ 1,075,000 |
| First Community Bank | | | 1 | \$ 325,000 |
| First Bank | | | 1 | \$ 978,000 |
| Citizens South Bank | | | 1 | \$ 245,000 |
| Central Carolina Bank | | | 1 | \$ 227,500 |
| Unrecorded Lenders | | | 2 | |
| Totals 7(a) | 1179 | \$ 160,395,097 | 97 | \$ 47,483,603 |
| | | | | |

**SBA North Carolina District Loan Approvals October 1, 2004 – June 30, 2005
(continued)**

| | | | | |
|------------------------------|-----------|----------------------|--|--|
| Certified Development Corps. | | | | |
| | | | | |
| Self-Help Ventures Fund | 32 | \$ 11,619,000 | | |
| BEFCO | 20 | \$ 6,784,000 | | |
| Centralina Dev. | 16 | \$ 6,653,000 | | |
| Asheville-Buncombe Dev. | 9 | \$ 3,058,000 | | |
| Northwest Piedmont Dev. | 6 | \$ 4,143,000 | | |
| Wilmington Industrial Dev. | 5 | \$ 1,709,000 | | |
| Neuse River Dev. | 3 | \$ 2,037,000 | | |
| Smoky Mountain Dev. | 3 | \$ 1,306,000 | | |
| | | | | |
| Region C. Dev. | 1 | \$ 43,000 | | |
| Region D. Dev. | 1 | \$ 181,000 | | |
| Region E. Dev. | 1 | \$ 117,000 | | |
| Total 504 | 97 | \$ 37,650,000 | | |